

<b>Vermont Alternative Lender Matrix</b>	Max Loan Amount, market area	Use of Proceeds	Interest Rates	Eligibility, Start Ups?	<i>Direct Lending or guaranty</i>
<b>Community Capital of VT</b>  (Emily Kaminsky, <a href="mailto:emily@communitycapitalvt.org">emily@communitycapitalvt.org</a> , 479-0167) <a href="http://www.communitycapitalvt.org">www.communitycapitalvt.org</a>	\$50,000 (Washington, Lamoille, and Orange Counties)  \$25,000 (rest of state)	Real estate, fixed assets, inventory, working capital, refinancing, start up expenses  (Microloan program- no refinance or real estate.)	9.00%-11.00% (eff. 3/13/08)	Small businesses having difficulty accessing financing on reasonable terms.  For Job Start program, applicant must be low/moderate income. Can finance Start Ups.	<i>Direct</i>
<b>Northern Community Investment Corp.</b>  (Dave Keenan, <a href="mailto:dkeen@ncic.org">dkeen@ncic.org</a> , 748-5101 ext 22) <a href="http://www.ncic.org">www.ncic.org</a>	\$200,000 for direct loan program.  SBA 504 lender (loans up to \$4 million) and SBA microlender (loans up to \$35K)  (NCIC Vermont market area is Caledonia, Essex & Orleans)	Direct loan program: working capital, M & E, real estate, refinance.  (Microloan program- no refinance or real estate.)	7% fixed for no more than 5 years, then WSJ Prime + 1.5%, max 12%, floor 7%.	Can do existing and startups	<i>Direct and guaranteed</i>
<b>Opportunities Credit Union</b>  (Greg Huysman, <a href="mailto:ghuysman@oppsvt.org">ghuysman@oppsvt.org</a> , 865-2003 ext 125) <a href="http://www.oppsvt.org">www.oppsvt.org</a>	\$300,000, \$350,000 with real estate.  Microloan program up to \$25,000. Statewide	Vehicles, working capital, seasonal lines of credit, inventory, equipment, some refinance.		Can finance Start Ups	<i>Direct</i>
<b>Rural Development</b>  (David Robinson, <a href="mailto:david.robinson@vt.usda.gov">david.robinson@vt.usda.gov</a> , 828-6070)	\$500,000-\$25 million  Statewide	Term debt, no lines of credit. Working capital, real estate, inventory, equipment, some refinance.		Vermont businesses. Can lend to start ups if well capitalized.	<i>Loan guarantees Energy grants and guarantees also available</i>
<b>Small Business Administration</b>  (Bernie Villemare, <a href="mailto:Bernard.villemare@sba.gov">Bernard.villemare@sba.gov</a> , 828-4422 ext 215, <a href="mailto:darcy.carter@sba.gov">darcy.carter@sba.gov</a> , 828-4422 ext 203.) <a href="http://www.sba.gov/vt">www.sba.gov/vt</a>	\$2 million (7(a) program) \$1.5 – 4 million (504 program)  statewide	Working capital, inventory, equipment, real estate, refinance, purchase order financing. Term loans and lines of credit. Export financing.	7(a) Max. rate is P + 2.25% for loans 7 years or less, P + 2.75% for loans over 7 years	For profit small businesses that can not get financing elsewhere on reasonable terms.  Can finance Start Ups	<i>No direct loans. Guaranty loans that SBA banks, CDC's and credit unions make to small businesses</i>
<b>Vermont Community Loan Fund</b>  (Sam Buckley, <a href="mailto:sam@vclf.org">sam@vclf.org</a> , 224-9147) <a href="http://www.vclf.org">www.vclf.org</a>	\$350,000  VCLF is also a SBA microlender, loans up to \$35K  Statewide	Real estate, fixed assets, working capital, line of credit, purchase order financing, refinancing. Loans need to be fully collateralized.	Case by case, slightly above bank rates	Sustain local economies, conserve/expand viable use of land, increase opportunities for low income/underemployed. Some Start Ups.	<i>Direct</i>
<b>Vermont Economic Development Authority</b> (Steve Greenfield, <a href="mailto:sgreenfield@veda.org">sgreenfield@veda.org</a> , 828-5459.) <a href="http://www.veda.org">www.veda.org</a>	<b>Small Business Loan program</b> \$200,000. <b>Sub Chapter 5</b> \$1.3 million <b>504 program</b> \$1.5-4 million  statewide	Working capital (small business loan program), equipment, real estate (subchapter 5, 504)	As low as 2%, variable	Vermont businesses of many sizes. Can do Start Ups.	<i>Direct, most programs require bank participant</i>